

Message Text

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PAGE 01 STATE 023761

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FM SECSTATE WASHDC

TO AMCONSUL HONG KONG PRIORITY

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E.O. 11652: N/A

TAGS: 0ENC, HK

SUBJECT: MAJOR PROJECT: SUBWAY

REF: HONG KONG 828; PREVIOUS

1. APPRECIATE REPORT ON BIDDING SITUATION.
IDENTIFICATION THIRD COUNTRY COMPETITORS SEEKING

S;ORTLISTING (ESPECIALLY FOR E1 AND E2) WOULD BE MOST
USEFUL.

2. RE PA,A THREE REFTTEL, PULLMAN SOMEW;AT PUZZLED BY
COTTON REACTION. DURING HIS VISIT TO WASHINGTON, 'E
ASSURED PULLMAN REPRESENTATIVE GRIFFIN AND MEPD PROJECT
OFFICER SMITH, IN SEPARATE TELEPHONE CONVERSATIONS, THAT
JANUARY SUBMISSION DEADLINE WAS FOR GENERALIZED EXPRESSIONS
INTEREST AND DETAILED BIDS WITH PRICES COULD BE SUBMITTED
LATER.

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PAGE 02 STATE 023761

3. PULLMAN CONFIRMS FUCHS' STATEMENTS RE PROPULSION SYSTEMS. BRITISH ENGINEER, FREEMAN, FOX STIPULATION OF 1500V SYSTEM IS DEFINITE HINDRANCE TO U.S. MANUFACTURERS SINCE IT NOT STANDARD IN THIS COUNTRY. FOUR SYSTEMS ARE

USED HERE: 600V CAM CONTROL, 600V CHOPPER CONTROL, 750V CAM, AND 750V CHOPPER. PULLMAN PRESENTLY PRODUCING MORE THAN 700 R-46 (600V CAM) CARS FOR NEW YORK MTA. SINCE THESE MODELS NOW ON ASSEMBLY LINE, COMPANY ABLE OFFER THEM AT VERY REASONABLE PRICE (COVERING MINOR INTERIOR MODIFICATIONS DESIRED BY MTRA). IT CAN ALSO OFFER CARS WITH 600V CHOPPER AND 750V CAM OR CHOPPER CONTROLS. THESE PROPULSION SYSTEMS CAN BE OBTAINED IN U.S.

4. PULLMAN CAN ALSO MANUFACTURE EQUIPMENT WITH 1500V SYSTEMS OUT PROPULSION EQUIPMENT WOULD HAVE TO BE PROCURED ABROAD. COMPANY BELIEVES IT IN BEST INTEREST MTRA TO ALLOW PROPOSALS COVERING DIFFERENT SYSTEMS AND COMPARE PRICES, QUALITY, DELIVERY TIMES, ETC. THIS ALSO WOULD HAVE ADVANTAGE ALLOWING PULLMAN MAXIMIZE U.S. CONTENT.

5. FOREGOING NOTWITHSTANDING, PULLMAN'S MAIN CONCERN IS TO BE INCLUDED ON SHORTLIST. FUCHS' STATEMENT RE AVAILABILITY FOREIGN PROPULSION EQUIPMENT AFTER SHORTLIST ANNOUNCED STILL VALID AND COMPANY HAS TENTATIVE INDICATIONS THAT OVERSEAS MANUFACTURERS WILLING QUOTE IF PULLMAN PREQUALIFIED. IN ANY CASE, ONCE FIRM ON SHORTLIST, IT HAS VARIOUS OPTIONS FOR FURTHER DISCUSSIONS WITH MTRA. UNDER CIRCUMSTANCES, CONGEN'S REPRESENTATION SHOULD STRESS BENEFIT TO MTRA OF CONSIDERING COMPETITIVE PRODUCT RATHER THAN ELIMINATING SOLE U.S. BIDDER FOR MOST LUCRATIVE PHASE OF SUBWAY

PROCUREMENT.

6. ON RELATED MATTER, WMATA MATERIALS SHELDON REQUESTED HAVE JUST ARRIVED COMMERCE AND BEING POUCHED TO CONGEN

IMMEDIATELY.

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PAGE 03 STATE 023761

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